

PRESS RELEASE

14 AUGUST 2024



RESULTS FOR FIRST HALF OF 2024

Continued investment in a multimedia market approach and the further expansion of the Dutch magazines ensured a significant increase in Roularta's EBITDA with stable sales

- REVENUE € 159.5 million or +0.1% vs. last year
- EBITDA € 11.4 million or +36.5% vs. last year

Roularta Media Group has realised revenue of € 159.5 million, which maintains the status quo with the first half of 2023. A growing readers' market has enabled the Group to compensate fully for the decline in external printing. In addition, the advertising market is holding up compared to the same period last year. In terms of profitability, lower paper costs, lower print runs and higher selling prices have resulted in an increase in EBITDA of € 3.1 million. Excluding one-off effects, there was an increase in EBITDA of € 4.3 million.

Over the past six months, the Group has continued to invest in the user experience via the 'Mijn Magazines' app, with a view to both increasing reader comfort and acquiring digital subscriptions. In both Belgium and the Netherlands, the subscriber has the choice to take a digital subscription to all the magazines or to one (or more) paper magazine(s) combined with digital access to the other magazines.

Consolidated revenue finished at € 159.5 million, which is unchanged compared to the same period last year. The consolidated revenue includes the full first-half year revenue from the Dutch BV RMN Mindstyle with its brands Happinez, Yoga, Psychologie and Flow, which were acquired at the end of 2023. The adjusted revenue in the first half of 2024 is comparable to the first half of 2023, amounting to €153.4 million.

EBITDA for the first half of 2024 finished at €11.4 million or 7.2% of revenue vs €8.4 million or 5.3% in the same period last year. Increased selling prices, along with lower print runs and 19% lower paper costs compared to the same period last year, mean that the gross margin increased by 3.3 percentage points.

The costs for services, other goods and personnel have risen compared to last year. This increase is entirely attributable to the acquisition of the Dutch

brands mentioned above. Without this acquisition, these costs would have decreased by € 3.6 million, with energy costs, among other things, accounting for a substantial decrease of € 0.8 million.

In addition, EBITDA includes a positive effect due to the sale of two commercial buildings (capital gain of € 2.2 million). A one-off positive impact was also recorded last year, following the reversal of the provision on the pending dispute with the former supplier Infobase for an amount of € 3.4 million. Excluding these one-off revenues, EBITDA has increased by € 4.3 million compared to last year. However, there was also an unexpected write-down of € 0.6 million on a customer in the first half of 2024, due to bankruptcy.

Revenue from the 50% joint venture Mediafin (De Tijd/L'Echo) rose in the first half of 2024 by 4.9% to € 42.5 million (i.e. the 100% value). EBITDA amounted to € 9.7 million (+6.1% vs. last year), generating a net result of € 3.4 million (-2.5% vs. last year), even *after* the depreciation of the De Tijd/L'Echo brands. For the 50% participation, this results in a contribution for Roularta of € 1.7 million (€ -0.1 million compared to last year) according to the equity accounting method. Mediafin revenue and ebitda are not proportionally included in the consolidated figures of Roularta.

The fully consolidated businesses in the Group realised € 10.0 million EBITDA in the first half of 2024, compared to € 6.6 million in 2023; the associated businesses and joint ventures realised € 1.4 million EBITDA (their earnings via the equity method), compared to € 1.8 million last year.

EBIT evolved from € -0.5 million in 2023 to € 1.6 million in 2024. In 2024, depreciation was booked among other things on the brands acquired at the end of 2023. The 'Share in the result of associated companies and joint ventures' contains € 2.2 million (i.e. the 100% value) of depreciation of brands and

customer relationships.

Taxes are almost zero compared to € -0.4 million in the same period last year, due to losses in the Netherlands.

The consolidated net result of the Group finished at € 2.3 million, of which € 2.4 million was allocable to the shareholders of Roularta Media Group.

Thanks to higher EBITDA and the sale of some company buildings, the cash position increased slightly in the first half of 2024 to € 68.5 million, compared to a cash position of € 68.3 million at the end of 2023.

In terms of capital expenditure and in the context of the Group's stated sustainability ambitions, the three eco-efficient drying ovens in the printing works are now up and running. This investment will reduce the printing works' CO₂ emissions by 14% and its gas and electricity consumption by 25% and 5% respectively.

On 21 May 2024, the general meeting of Roularta Media Group NV approved the payout of a gross dividend of €1 per share (net € 0.70) for the 2023 financial year. At the recommendation of the Board of Directors, it was decided to offer the shareholders, besides the cash dividend, the opportunity to contribute their claim on the Company arising from the distribution of profits to the capital of the Company, in exchange for the issue of new shares by the Company (the Optional Dividend) or a combination of the above two options. A total of 10,280,361 dividend rights for the 2023 financial year were contributed to the capital of the company, in exchange for the issue of 790,797 new shares for a total amount of € 7.2 million. On 12 June 2024, the new shares were issued and admitted for trading on Euronext Brussels. The balance of the dividend was paid in cash on the same day, for a total gross amount of € 4.6 million.

1. FINANCIAL KEY FIGURES FOR THE FIRST HALF OF 2024

1.1 Consolidated key figures

	in thousands of euros	30/06/2024	30/06/2023	Trend	Trend (%)
INCOME STATEMENT					
Sales		159,521	159,432	89	0.1%
<i>Adjusted sales (1)</i>		<i>153,425</i>	<i>159,432</i>	<i>-6,007</i>	<i>-3.8%</i>
EBITDA (2)		11,448	8,389	3,059	36.5%
<i>EBITDA - margin</i>		<i>7.2%</i>	<i>5.3%</i>		
EBIT (3)		1,552	-456	2,008	440.4%
<i>EBIT - margin</i>		<i>1.0%</i>	<i>-0.3%</i>		
Net finance costs		782	-91	873	959.3%
Income taxes		-48	-411	363	-88.3%
Net result		2,286	-958	3,244	338.6%
Attributable to minority interests		-113	-131	18	13.7%
Attributable to equity holders of RMG		2,399	-827	3,226	390.1%
<i>Net result attributable to equity holders of RMG - margin</i>		<i>1.5%</i>	<i>-0.5%</i>		
Number of full time equivalents at closing date (4)		1,224	1,252	-28	-2.2%

(1) Adjusted sales = sales on a like-for-like basis with 1H last year, i.e. excluding changes in the consolidation scope

(2) EBITDA = EBIT + depreciations, amortizations and impairments

(3) EBIT = operating profit, including the share in the result of associated companies and joint ventures

(4) Joint ventures (mainly Mediafin) not included

Consolidated key figures (€ per share)	in euro	30/06/2024	30/06/2023	Trend
EBITDA		0.91	0.71	0.20
EBIT		0.12	-0.04	0.16
Net result attributable to equity holders of RMG		0.19	-0.07	0.26
Net result attributable to equity holders of RMG after dilution		0.19	-0.07	0.26
Weighted average number of shares		12,568,702	11,776,799	791,903
Weighted average number of shares after dilution		12,568,702	11,788,659	780,043

The increase in the weighted average number of shares (after dilution) is due to the capital increase implemented as a result of the optional dividend (see above and 6.9.1 in the half yearly report for further explanation).

2. DISCUSSION OF THE SEGMENT RESULTS

2.1 Media Brands

	in thousands of euros	30/06/2024	30/06/2023	Trend	Trend (%)
INCOME STATEMENT					
Sales		145,109	141,276	3,833	2.7%
<i>Adjusted sales⁽¹⁾</i>		139,004	141,276	-2,272	-1.6%
Gross margin		114,138	108,390	5,748	5.3%
<i>Gross margin on sales</i>		78.7%	76.7%		

⁽¹⁾ *Adjusted sales = sales on like-for-like basis with the preceding year, excluding changes in the consolidation scope.*

The 'Media Brands' segment refers to all brands that are marketed by RMG and its investments.

Revenue from the Media Brands segment increased by 2.7% or € 3.8 million, from € 141.3 million to € 145.1 million. Adjusted revenue (i.e. with the same consolidation scope as the same period last year) fell, however, by € -2.3 million.

The advertising market remained unchanged compared to the same period last year. For the first time, the increased advertising rates compensated for declining volumes due to the slowing advertising market.

Subscription revenue grew by 3.3% on the previous year, thanks to the subscription portfolio from the acquired Mindstyle titles (Happinez, Yoga, Psychologie and Flow). Excluding this acquisition, there is a decrease of 1.4%. Newsstand sales rose by 9.8%, but without the acquisitions there would be a decrease of 3.2%.

Other revenue rose by € 0.3 million compared to last year, although this is a decrease of € 1.0 million if we disregard the aforementioned acquisitions.

Gross margin increased from 76.7% to 78.7%. The higher margin is due to a combination of higher sales prices, lower paper prices and lower print runs. In absolute value, the gross margin increased by € 5.7 million to € 114.1 million.

2.2 Printing Services

	in thousands of euros	30/06/2024	30/06/2023	Trend	Trend (%)
INCOME STATEMENT					
Sales		32,996	39,631	-6,635	-16.7%
<i>Adjusted sales⁽¹⁾</i>		32,996	39,631	-6,635	-16.7%
Gross margin		18,995	19,499	-504	-2.6%
<i>Gross margin on sales</i>		57.6%	49.2%		

⁽¹⁾ *Adjusted sales - sales on a like-for-like basis with the preceding year, excluding changes in the consolidation scope.*

The 'Printing Services' segment refers to pre-press and printing works activities for internal brands and external customers.

Revenue from the Printing Services segment fell by € 6.6 million (or 16.7%), from € 39.6 million to € 33.0 million.

The decrease of € 6.6 million is a combination of in-house and external printing (approximately 50/50). Externally, there is a loss of print orders for brochures, a decrease in print runs and in the number of publications. In house, the lower print runs combined with the lower paper prices charged on to the Media Brands are responsible for the decrease.

In absolute value, the **gross margin** decreased by € 0.5 million due to the lower revenue, but it rose as a percentage of revenue from 49.2% to 57.6% due to the lower prices of paper and consumables.

3. CONSOLIDATED BALANCE SHEET

Balance sheet	in thousands of euros	30/06/2024	31/12/2023	Trend (%)
Non-current assets		217,521	223,272	-2.6%
Current assets		142,939	140,184	2.0%
Balance sheet total		360,460	363,456	-0.8%
Equity - Group's share		214,825	217,003	-1.0%
Equity - minority interests		-341	-228	49.6%
Liabilities		145,976	146,681	-0.5%
Liquidity (5)		1.1	1.1	0.5%
Solvency (6)		59.5%	59.6%	-0.2%
Net financial cash/(debt) (7)		58,202	56,794	2.5%
Gearing (8)		-27.1%	-26.2%	3.6%

(5) Liquidity = current assets / current liabilities

(6) Solvency = equity (Group's share + minority interests) / balance sheet total

(7) Net financial cash/(debt) = current cash - financial debts

(8) Gearing = - net financial cash/(debt)/equity (Group's share + minority interests)

Equity – Group share amounted to € 214.8 million on 30 June 2024 compared to €217.0 million on 31 December 2023. The movement in equity mainly consists of the profit attributable to the RMG shareholders (€ 2.4 million) and otherwise of the payment of the (optional) dividend (€ 4.6 million). The dividend payment is lower than last year (when it was € 11.8 million) due to the optional dividend, which increased the equity capital by € 7.2 million.

RMG remains free of any bank debts. As of 30 June 2024, the **consolidated net financial cash position** (= current cash less financial debts) amounted to € 58.2 million vs. € 56.8 million as of December 2023 or an increase of € 1.4 million.

4. INVESTMENTS (CAPEX)

Total consolidated investments (CAPEX) in the first half of 2024 amounted to € 6.2 million (2023: € 7.0 million). This includes investments of € 3.3 million in new software, mainly to optimise the digital reader experience, the attraction of digital readers and the printing works processes, as well as investments of € 2.8 million in tangible fixed assets. Last year, € 2.1 million was invested in new software, mainly for investments in digitisation.

The investments in tangible fixed assets mainly included: 1/ the renovation and furnishing of the offices in Brussels (€ 1.0 million), 2/ a final instalment for the three new eco-efficient drying ovens in the printing works (€ 0.4 million) and 3/ the investment in a paper wrap blister machine so that the magazines are delivered to subscribers in a recyclable paper wrapping instead of a plastic cover (€ 0.3 million). In the first half of last year, € 4.9 million was invested in tangible fixed assets, within which the aforementioned investment in the new ovens was the largest investment (€ 2.0 million).

There were no investments in new participations in the first half of the year.

5. SIGNIFICANT EVENTS IN THE FIRST HALF OF 2024 AND THEREAFTER

- The general meeting of 21 May 2024 decided to appoint Louis De Nolf as a non-executive director for a period of four years, ending at the general meeting in 2028.
- The general meeting also decided to appoint Ernst & Young Bedrijfsrevisoren BV, represented by Ms Lieve Cornelis, as the statutory auditor, for a period of three years commencing on 1 January 2024 and ending after the approval of the annual financial statements for the financial year ending on 31 December 2026.
- From 3 June 2024, the Excom of the Group was expanded with Jeroen Mouton being appointed COO.
- On 12 June 2024, in the context of the authorised capital, the capital of the company was increased by means of

a contribution in kind generated by the optional dividend. The capital of the company currently amounts to € 84,815,953.73, represented by 13,931,920 shares.

- Roularta Media Group reached an agreement with Professional Media Group (PMG) on 4 July 2024 for the acquisition of the trade magazines Grafisch Nieuws, Verpakking & Label and Media & Communication.

6. PROSPECTS

These prospects are the estimations of the Board of Directors, based on the elements reported by the Group's management. Since they are mere estimates, based on a snapshot, the actual results of the Group may deviate from them considerably.

Given the uncertain economic context and the budgetary restrictions that continue to confront advertisers, a certain amount of pressure on advertising income should continue to be borne in mind in the second half of the year. This income remains quite volatile and unpredictable.

We expect a positive impact on income from readership thanks to recruitment for digital subscriptions and the growing recruitment for print subscriptions via digital channels, especially in Belgium. A new and younger audience is discovering the Group's digital offer through 'Mijn Magazines': the app, digital kiosk and 24/24 website that offer all the content from all the Group's editorial teams.

We expect the trend in newsstand sales to be in line with the current market.

Revenue from line extensions (travel, books, design, cuisine, etc.) will remain more or less stable.

In the Printing Services segment, we expect revenue to stabilise in the second half of the year.

Distribution costs will rise less than initially estimated, given that the Group's newspapers are delivered with the normal delivery rounds for letters and parcels, and the deadlines for deliveries to the distributor have been adjusted. Additionally, the application of the tax credit will reduce the distribution costs. The Group's newspapers will be distributed by two parties from 1 July 2024, of which bpost is the main one.

We expect stable to slightly rising costs for energy and raw materials. Nonetheless, the Group is continuing to commit to efficiency measures to counter the persisting inflation, including the uniformization of the Dutch and Belgian processes and systems.

RMG is 'on track' to report in line with CSRD guidelines for the 2024 financial year as from 1 January 2025.

7. HALF-YEARLY FINANCIAL REPORT

A full report on the half-yearly results can be found on our website:

<https://www.roularta.be/en/roularta-stock-market/financial/financial-reporting>

Contact persons	Rik De Nolf (Chairman of the Board of Directors and IR)	Xavier Bouckaert (CEO)	Steven Vandenbogaerde (CFO)
Tel.:	+32 51 26 61 11	+32 51 26 61 11	+32 51 26 61 11
E-mail:	rik.de.nolf@roularta.be	xavier.bouckaert@roularta.be	steven.vandenbogaerde@roularta.be
URL:	www.roularta.be		

ANNEXES

CONDENSED CONSOLIDATED INCOME STATEMENT (unaudited)

	in thousands of euros	30/06/2024	30/06/2023	Trend
Sales		159,521	159,432	89
Own construction capitalised		729	1,018	-289
Raw materials, consumables and goods for resale		-27,116	-32,561	5,445
Gross margin		133,133	127,888	5,245
<i>% on sales</i>		<i>83.5%</i>	<i>80.2%</i>	
Services and other goods		-68,233	-67,566	-667
Personnel		-58,932	-58,772	-160
Other operating result		2,905	918	1,987
<i>Other operating income</i>		<i>4,281</i>	<i>2,636</i>	<i>1,645</i>
<i>Other operating costs</i>		<i>-1,377</i>	<i>-1,717</i>	<i>340</i>
Write-down of debtors and inventories		-364	481	-845
Provisions		1,493	3,654	-2,161
Share in the result of associated companies and joint ventures		1,445	1,784	-339
EBITDA		11,448	8,389	3,059
<i>% on sales</i>		<i>7.2%</i>	<i>5.3%</i>	
Depreciations, amortizations and impairments		-9,896	-8,844	-1,052
<i>Depreciation and write-down of intangible and tangible assets</i>		<i>-9,896</i>	<i>-8,844</i>	<i>-1,052</i>
Operating result - EBIT		1,552	-456	2,008
<i>% on sales</i>		<i>1.0%</i>	<i>-0.3%</i>	
Interest income		973	150	823
Interest expenses		-191	-241	50
Operating result after net finance costs		2,334	-547	2,881
Income taxes		-48	-411	363
Net result		2,286	-958	3,244
<i>% on sales</i>		<i>1.4%</i>	<i>-0.6%</i>	
Net result of the consolidated companies		2,286	-958	3,244
Attributable to:				
Minority interests		-113	-131	18
Equity holders of Roularta Media Group		2,399	-827	3,226
Earnings per share				
Basic earnings per share		0.19	-0.07	0.26
Diluted earnings per share		0.19	-0.07	0.26

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (unaudited)

	in thousands of euros	30/06/2024	30/06/2023
Net result of the consolidated companies		2,286	-958
Other comprehensive income of the period			
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods</i>			
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods</i>			
Other comprehensive income of the period		-	-
Total comprehensive income of the period		2,286	-958
Attributable to:			
Minority interests		-113	-131
Equity holders of Roularta Media Group		2,399	-827

CONDENSED CONSOLIDATED BALANCE SHEET (unaudited)

ASSETS	in thousands of euros	30/06/2024	31/12/2023	Trend
Non-current assets		217,521	223,272	-5,751
Goodwill		9,852	9,852	-
Intangible assets		83,212	85,686	-2,474
Property, plant and equipment		70,137	70,830	-693
Investments accounted for using the equity method		50,945	53,511	-2,566
Investments in financial assets, loans and guarantees		475	494	-19
Deferred tax assets		2,899	2,899	-
Current assets		142,939	140,184	2,755
Inventories		9,846	10,889	-1,043
Trade and other receivables		48,766	52,777	-4,011
Tax receivable		1,702	1,949	-247
Cash and cash equivalents		68,488	68,267	221
Deferred charges and accrued income		14,136	6,301	7,835
Total assets		360,460	363,456	-2,996

LIABILITIES	in thousands of euros	30/06/2024	31/12/2023	Trend
Equity		214,484	216,775	-2,291
Group's equity		214,825	217,003	-2,178
<i>Issued capital</i>		<i>84,816</i>	<i>80,000</i>	<i>4,816</i>
<i>Treasury shares</i>		<i>-29,384</i>	<i>-30,020</i>	<i>636</i>
<i>Retained earnings</i>		<i>156,356</i>	<i>166,366</i>	<i>-10,010</i>
<i>Other reserves</i>		<i>3,038</i>	<i>657</i>	<i>2,381</i>
Minority interests		-341	-228	-113
Non-current liabilities		21,585	24,038	-2,453
Provisions		2,613	2,901	-288
Employee benefits		4,681	5,887	-1,206
Deferred tax liabilities		9,097	9,208	-111
Financial debts		5,179	6,029	-850
Other payables		13	13	-
Current liabilities		124,392	122,643	1,749
Financial debts		5,107	5,444	-337
Trade payables		42,217	43,824	-1,607
Advances received		41,156	41,732	-576
Employee benefits		20,040	18,728	1,312
Taxes		2,004	1,422	582
Other payables		4,227	5,091	-864
Accrued charges and deferred income		9,642	6,402	3,240
Total liabilities		360,460	363,456	-2,996

CONDENSED CONSOLIDATED CASH FLOW STATEMENT (unaudited)

Cash flow relating to operating activities	in thousands of euros	30/06/2024	30/06/2023
Net result of the consolidated companies		2,286	-958
Share in the results of associated companies and joint ventures		-1,445	-1,784
Dividends received from associated companies and joint ventures		4,000	4,000
Income tax expense / income		48	411
Interest expenses		191	241
Interest income (-)		-973	-150
Gains (-) / losses (+) on disposal of intangible assets and property, plant and equipment		-2,218	-38
Non-cash items		8,660	4,719
<i>Depreciation of (in) tangible assets</i>		<i>9,896</i>	<i>8,844</i>
<i>Share-based payment expense</i>		<i>-</i>	<i>10</i>
<i>Increase (+) / decrease (-) in provision</i>		<i>-1,493</i>	<i>-3,654</i>
<i>Other non-cash items</i>		<i>258</i>	<i>-481</i>
Gross cash flow relating to operating activities		10,548	6,442
Increase / decrease in trade receivables		3,546	4,979
Increase / decrease in inventories		1,084	-1,498
Increase / decrease in trade payables		-1,589	-7,565
Other increases / decreases in working capital (a)		-3,639	-2,897
Increase / decrease in working capital		-598	-6,981
Income taxes paid		-42	-464
Interest paid		-191	-241
Interest received		863	150
NET CASH FLOW RELATING TO OPERATING ACTIVITIES (A)		10,580	-1,095

(a) Changes in current other receivables, deferred charges and accrued income, provisions, employee benefits, other payables, advances received and accrued charges and deferred income.

Cash flow relating to investing activities	in thousands of euros	30/06/2024	30/06/2023
Intangible assets - acquisitions		-3,447	-2,093
Tangible assets - acquisitions		-2,787	-4,876
Tangible assets - other movements		2,343	18
Net cash flow relating to disposal of subsidiaries and sector acquisitions		9	-
Investments in financial assets, loans, guarantees - other movements		19	-6
NET CASH FLOW RELATING TO INVESTING ACTIVITIES (B)		-3,863	-6,957
Cash flow relating to financing activities			
Dividends paid		-4,589	-11,783
Treasury shares		13	221
Redemption of current financial debts		-500	-
Redemption of non-current financial debts		-	-500
Repayment of leasing debt		-1,419	-1,208
NET CASH FLOW RELATING TO FINANCING ACTIVITIES (C)		-6,496	-13,270
TOTAL DECREASE / INCREASE IN CASH AND CASH EQUIVALENTS (A+B+C)		221	-21,322
Cash and cash equivalents, beginning balance		68,267	84,480
Cash and cash equivalents, ending balance		68,488	63,158
NET DECREASE / INCREASE IN CASH AND CASH EQUIVALENTS		221	-21,322

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (unaudited)

in thousands of euros	Issued capital	Treasury shares	Retained Earnings	Other reserves	Equity - Group's share	Minority Interests	Total equity
Balance as of 01/01/2024	80,000	-30,020	166,366	657	217,003	-228	216,775
Total comprehensive income of the period	-	-	2,399	-	2,399	-113	2,286
Total comprehensive income	-	-	2,399	-	2,399	-113	2,286
Exercise of options	-	13	-	-	13	-	13
Dividends	-	-	-11,786	-	-11,786	-	-11,786
Capital increase following optional dividend	4,816	-	-	2,380	7,196	-	7,196
Other increase/decrease	-	623	-623	-	-	-	-
Balance as of 30/06/2024	84,816	-29,384	156,356	3,038	214,825	-341	214,484

in thousands of euros	Issued capital	Treasury shares	Retained Earnings	Other reserves	Equity - Group's share	Minority Interests	Total equity
Balance as of 01/01/2023	80,000	-31,109	175,307	1,841	226,039	-247	225,792
Total comprehensive income of the period	-	-	-827	-	-827	-131	-958
Total comprehensive income	-	-	-827	-	-827	-131	-958
Exercise of options	-	221	-	-	221	-	221
Recognition of share-based payments	-	-	-	10	10	-	10
Dividends	-	-	-11,783	-	-11,783	-	-11,783
Other increase/decrease	-	868	-868	-	-	-	-
Balance as of 30/06/2023	80,000	-30,020	161,829	1,851	213,660	-378	213,282